

#### Lettuce:

#### **Total TEU/FEU:**

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during May 2000. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2000 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, May 2000.

#### Market Share-May:

Each carrier's current market share is based on the number of containers shipped during May 2000. Source: PIERS, May 2000.

#### Market Share-CY 2000:

Each carrier's market share is based on the total number of containers shipped throughout the 2000 calendar year. Source: PIERS, 2000.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for July 30, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### Container Rate:

Container rates for Lettuce are quoted on full, 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: July 30, 2000 Page 1 of 6

L.A./L.B./Oakland Ports To Hong Kong

Lettuce

Monthly Market Share For: May 2000

Month\Year: 89.9 \ 274.4

Month\Year: 89.9\27	4.4												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	BAF CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	33%	29%	14 Days	\$4.41	\$11			\$34				630 pkgs	. \$3,498
Maersk-SeaLand	27%	23%	14 Days	\$3,400 <sup>1</sup>	\$220 <sup>1</sup>								\$3,620
Hyundai	9%	17%	14 Days	\$3,600 <sup>1</sup>	\$220 <sup>1</sup>								\$3,820
P&O Nedlloyd	9%	8%	15 Days	\$3,600 <sup>1</sup>	\$220 <sup>1</sup>								\$3,820
NYK Line	7%	14%	18 Days	\$3,400 <sup>1</sup>	\$220 <sup>1</sup>								\$3,620
Mitsui OSK	7%	3%	14 Days										
Hanjin	4%	1%	14 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>								\$3,420
K Line	2%	1%	16 Days	\$3,0001									\$3,000
Cho Yang	1%	0%	14 Days										
OOCL	0%	3%	15 Days	\$4.41	\$11			\$34				630 pkgs	. \$3,498

<sup>1</sup> Rate is per container Rate \$3,593

Issue Date: July 30, 2000 Page 2 of 6

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

### Monthly Market Share For:

Month\Year: 55.6 \ 71.7

Month Year: 55.6 \ 71.	1					Surcharges:							
Carrier	Share	Market	Time		BAF	CAF		CFS Rec	Cotton R.	Size			
APL	64%	57%	12 Days	\$6.23	\$11	6%	\$34			630 pkgs.	\$4,881		
K Line	11%	10%	15 Days	\$173	\$11	6%					\$3,693		
OOCL	7%	16%	14 Days	\$6.20	\$11		\$34			630 pkgs.	\$4,626		
Hanjin	7%	7%	12 Days	\$3,600 <sup>1</sup>	\$220 <sup>1</sup>	6%					\$4,036		
Maersk-SeaLand	7%	7%	14 Days	\$3,8451	\$220 <sup>1</sup>	6%					\$4,308		
COSCO	2%	1%	14 Days										
Yang Ming	1%	1%	15 Days										

<sup>1</sup> Rate is per container Rate \$4,623

Issue Date: July 30, 2000

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Lettuce

Monthly Market Share For: May 2000

Month\Year: 1.3 \ 10.4

Month\Year: $1.3 \setminus 10.4$	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	74%	86%	22 Days	\$4.22	\$11			\$34				630 pkgs	s. \$3,379
Maersk-SeaLand	17%	2%	21 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>								\$3,420
Hyundai	9%	3%	28 Days	\$3,8001	\$220 <sup>1</sup>								\$4,020
Mitsui OSK	0%	10%	23 Days										

<sup>1</sup> Rate is per container Rate \$3,435

Issue Date: July 30, 2000 Page 4 of 6

L.A./L.B./Oakland Ports To Singapore

Lettuce

Monthly Market Share For: May 2000

Month\Year: 26.2 \ 109.7

Month\Year: 26.2 \ 109	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec Al	RB	Cotton R.	Size	ContainerRate
Hanjin	34%	11%	18 Days	\$3,500 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$4,000
APL	23%	22%											
Hyundai	15%	28%	21 Days	\$3,6001	\$220 <sup>1</sup>		8%						\$4,108
Maersk-SeaLand	14%	25%	20 Days	\$3,200 <sup>1</sup>	\$220 <sup>1</sup>		8%						\$3,676
K Line	11%	7%	19 Days	\$3,0001			8%						\$3,240
NYK Line	1%	4%	9 Days	\$3,300	\$220 <sup>1</sup>		8%						\$3,784
Mitsui OSK	1%	2%	21 Days										

<sup>1</sup> Rate is per container Rate \$3,845

Issue Date: July 30, 2000

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Lettuce

Monthly Market Share For: May 2000

Month\Year: 0.5 \ 10.0

Month\Year: 0.5 \ 10.0	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk-SeaLand	34%	17%	10 Days	\$2,8001	\$220¹		50%					\$4,570
K Line	34%	14%	10 Days	\$2,400 <sup>1</sup>			50%					\$3,600
APL	17%	52%	11 Days	\$3,0001	\$220 <sup>1</sup>		50%					\$4,720
Cho Yang	16%	1%	9 Days	\$123			40%				19 KT	\$3,272
Yang Ming	0%	10%	10 Days									
P&O Nedlloyd	0%	3%	11 Days	\$3,0001	\$220 <sup>1</sup>		50%					\$4,720

<sup>1</sup> Rate is per container Rate \$4,055

Issue Date: July 30, 2000 Page 6 of 6